



Celltrion Healthcare

3Q22 Earnings Presentation



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Section 01

3Q22 Business Results

3Q22 Business Results

Income Statement

- ▶ **Revenue** : Steady growth continued in Remsima® SC and all other products in Europe & the growth market led sound earnings, partially offset sales reduction in North America
- ▶ **OP** : Achieved solid operating profit mainly driven by stable prescription & COGS improvement of the high-margin products such as Inflectra® and Remsima® SC
- ▶ **NP** : Jumped by 238.9% YoY and 251.9% QoQ respectively as a result of the increase in non-operating profit due to weak Won

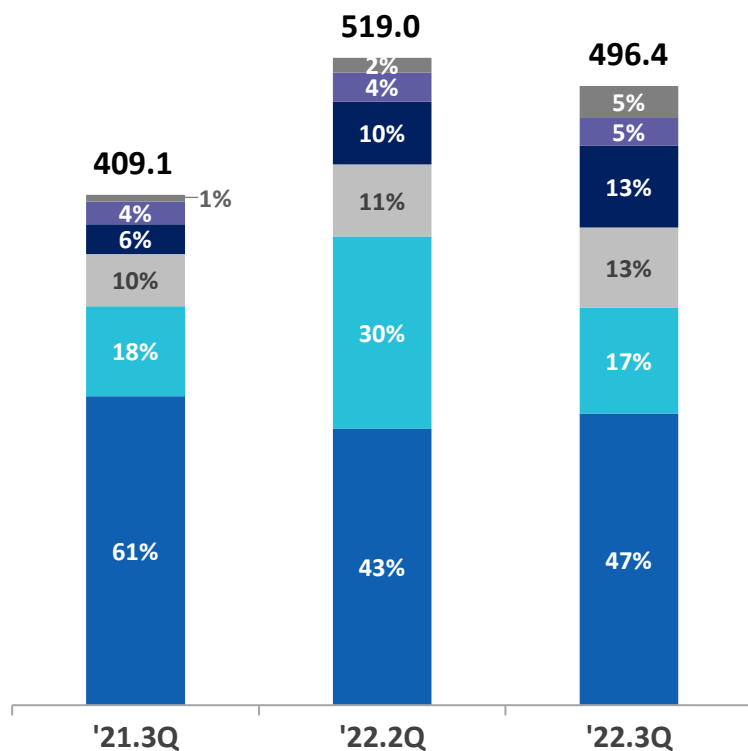
(KRW bn)	'21.3Q	'22.2Q	'22.3Q	%YoY	%QoQ
Revenue	409.1	519.0	496.4	21.3%	-4.4%
Gross Profit	74.7	140.9	153.1	105.0%	8.7%
(%)	18.3%	27.1%	30.8%	12.5%p	3.7%p
SG&A	52.7	66.8	80.6	52.9%	20.7%
(%)	12.9%	12.9%	16.2%	3.3%p	3.3%p
Personnel expenses	12.1	13.7	14.1	16.5%	2.9%
Research expenses	5.5	0.8	0.3	-94.5%	-62.5%
Advertising expenses	3.0	6.6	7.7	156.7%	16.7%
Commissions	14.9	24.3	33.1	122.1%	36.2%
Operating Profit	22.0	74.1	72.5	229.5%	-2.2%
(%)	5.4%	14.3%	14.6%	9.2%p	0.3%p
EBIT	52.5	95.2	185.2	252.8%	94.5%
Net Profit	40.6	39.1	137.6	238.9%	251.9%

3Q22 Business Results

Sales Breakdown

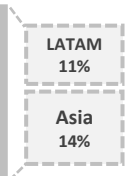
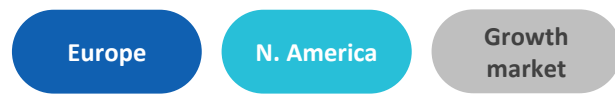
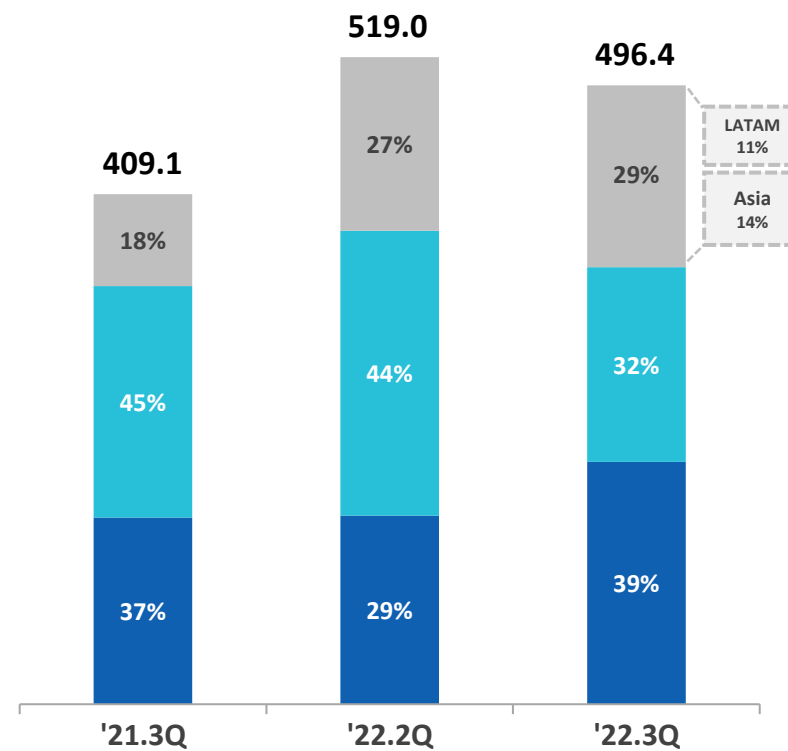
By Product

(Unit: KRW bn)



By Region

(Unit: KRW bn)



Note: Others included Yuflyma®, Regkirona®, Covid-19 kit and etc.

3Q22 Business Results

Balance Sheet & Cash Flow

Balance Sheet

(KRW bn)	'21	'22.3Q	Change
Total Assets	3,914.7	4,559.0	644.3
Cash and Cash Equivalents	254.9	285.0	30.1
Short Term Financial Assets	270.5	213.1	-57.4
Trade and Other Receivables	584.1	858.5	274.4
Inventories	2,065.7	2,424.0	358.3
Total Liabilities	1,808.9	2,364.1	555.2
Total Equity	2,105.8	2,194.9	89.1
Debt-to-Equity Ratio	85.9%	107.7%	21.8%p

Cash Flow

(KRW bn)	'21	'22.3Q
Cash at beginning of year	231.5	254.9
Operating	-160.2	130.1
Operating profit	199.4	191.6
Working capital	-340.2	-42.0
Others	-19.4	-19.5
Investing	-4.2	65.1
Short term financial assets	28.0	72.8
Others	-32.2	-7.7
Financing	187.8	-165.1
Borrowing and redemption	199.9	-34.6
Share buyback	-11.6	-91.0
Cash Dividend	-	-39.9
Share issue	3.0	3.5
Others	-3.5	-3.1
Cash at the end of year	254.9	285.0

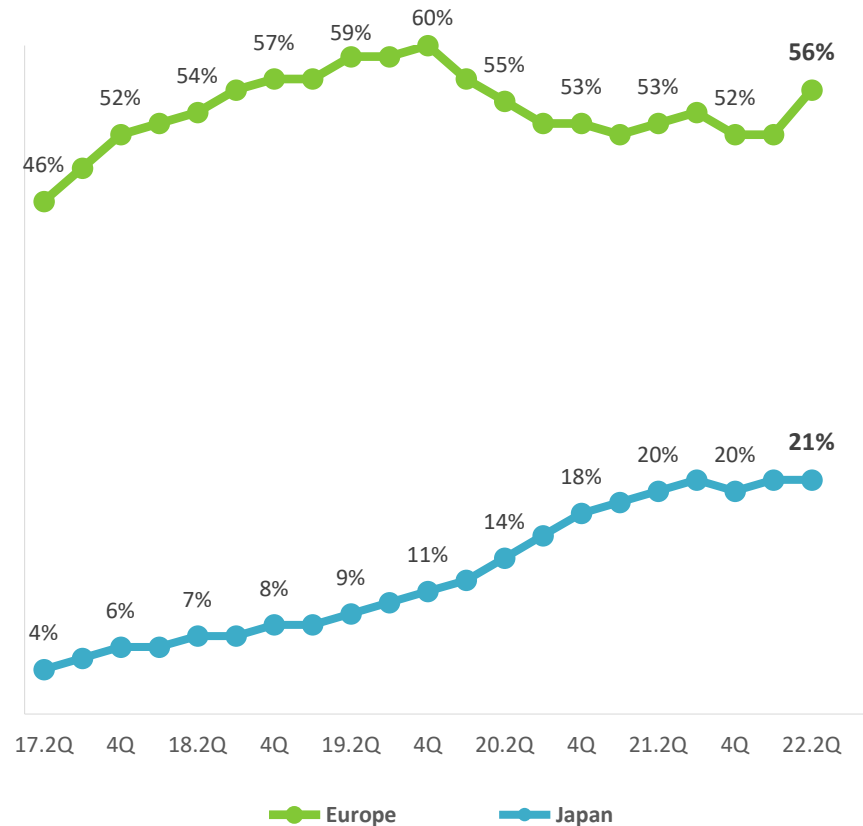
Section 02

Key Business Performance

Key Business Performance

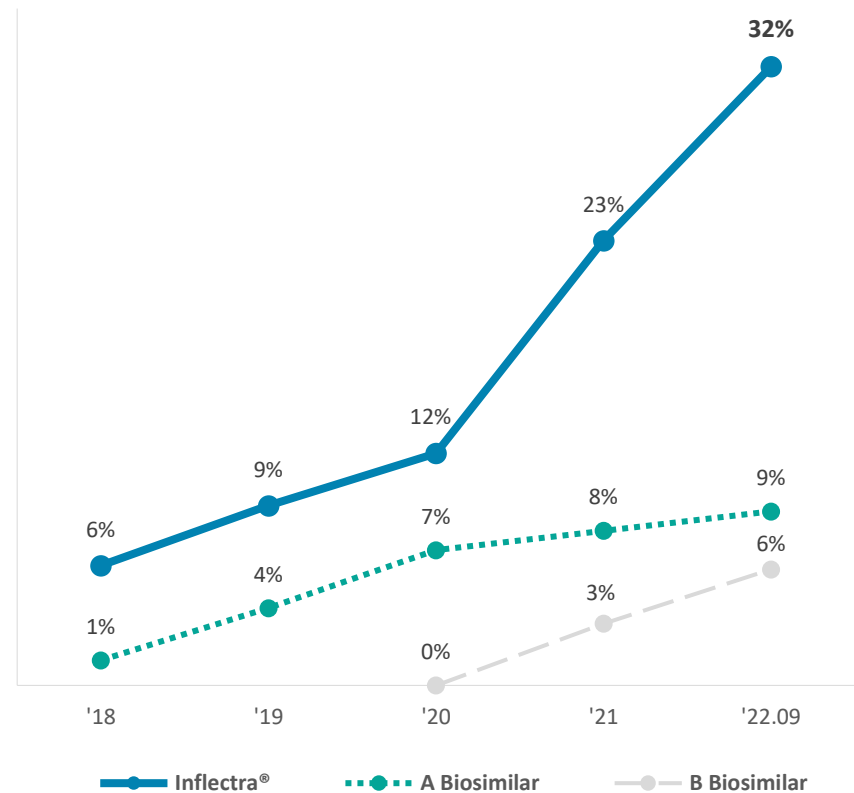
- ✓ As the most prescribed Infliximab drug, Remsima® has steady market share uptake after launching Remsima® SC in Europe & continuously expanding prescription in Japan & LATAM
- ✓ In the US, the market share uptake continued by accelerating prescription after additional listings at major US payers

M/S of Remsima® in Europe and Japan



Note: The market share is based on volume
Source : IQVIA

M/S of Inflectra® in the US

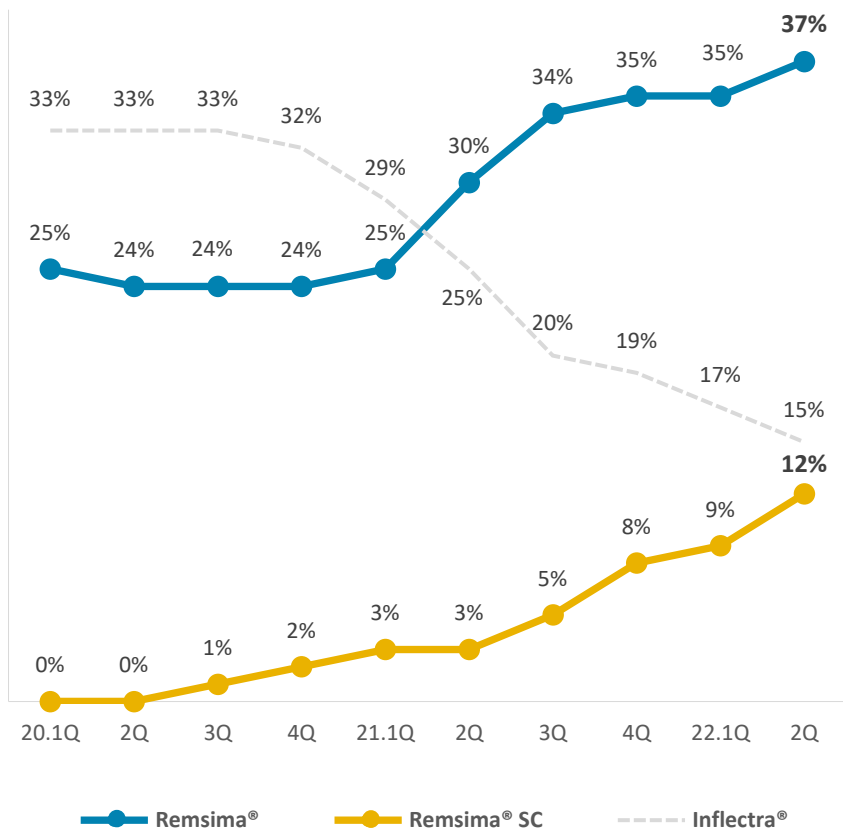


Note: The market share is based on volume
Source : Symphony Health

Key Business Performance

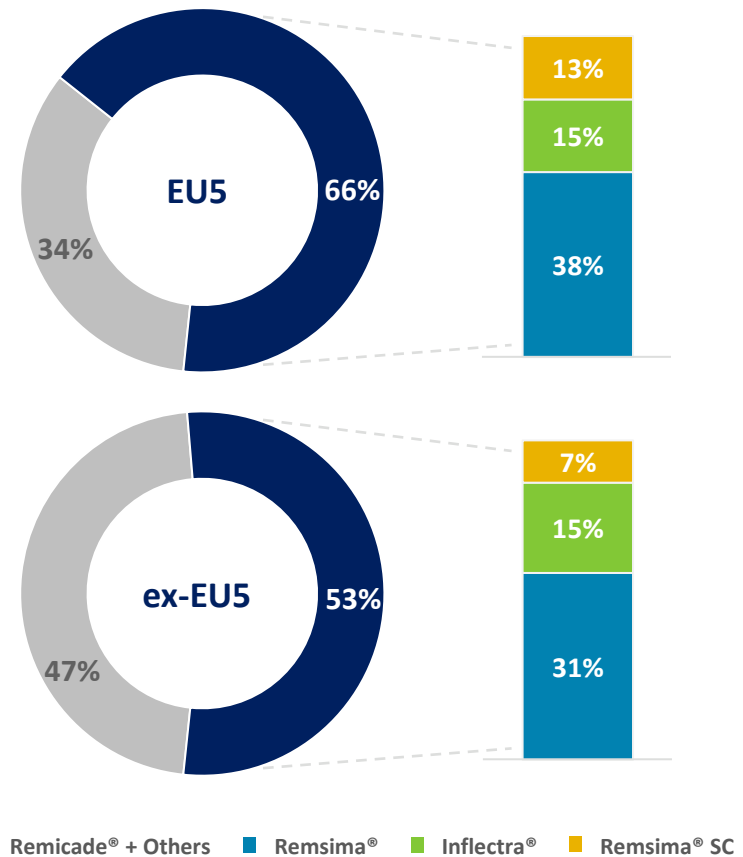
- ✓ Remsima® SC prescription has been expanding since its launch in 2020 and driving the growth of Infiximab market in Europe
- ✓ Switching from Inflectra® to Remsima® led to the increase of prescription of Remsima® SC

M/S Trend of CTHC's Infiximab products in Europe



Note: The market share is based on volume of EU regions Remsima® SC launched
Source : IQVIA

M/S of Infiximab products in Europe (as of 2Q22)

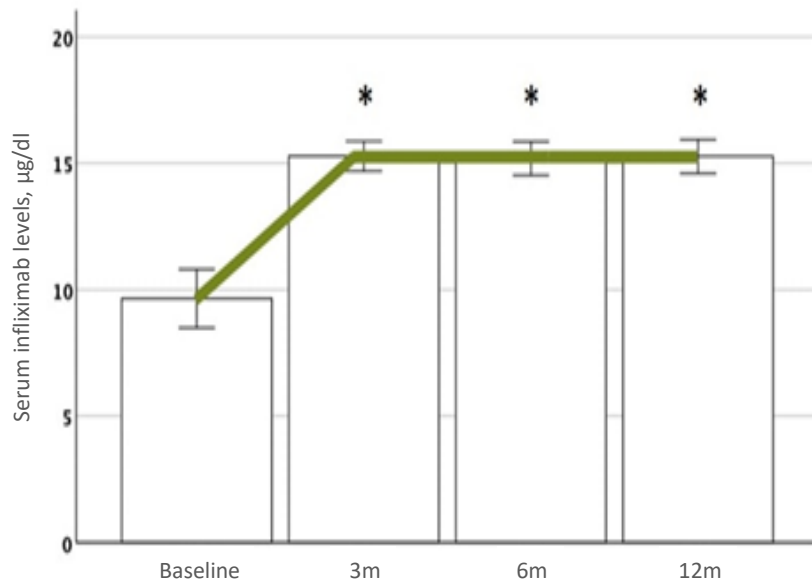


Note: The market share is based on volume
Source : IQVIA

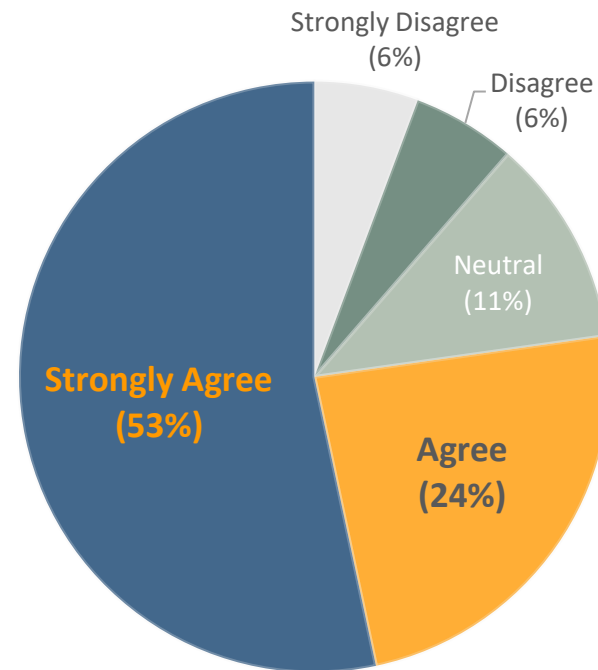
Key Business Performance

- ✓ Real-world Remsima® SC switching data has been presented at UEGW 2022
- ✓ Infliximab levels significantly increased post switch to Remsima® SC at 3m & remained high to 12m
- ✓ According to the survey, 77% of patients preferred using Remsima® SC over Infliximab IV

Infliximab PK levels of Remsima® SC switching patients



Patient satisfaction survey after switching to Remsima® SC

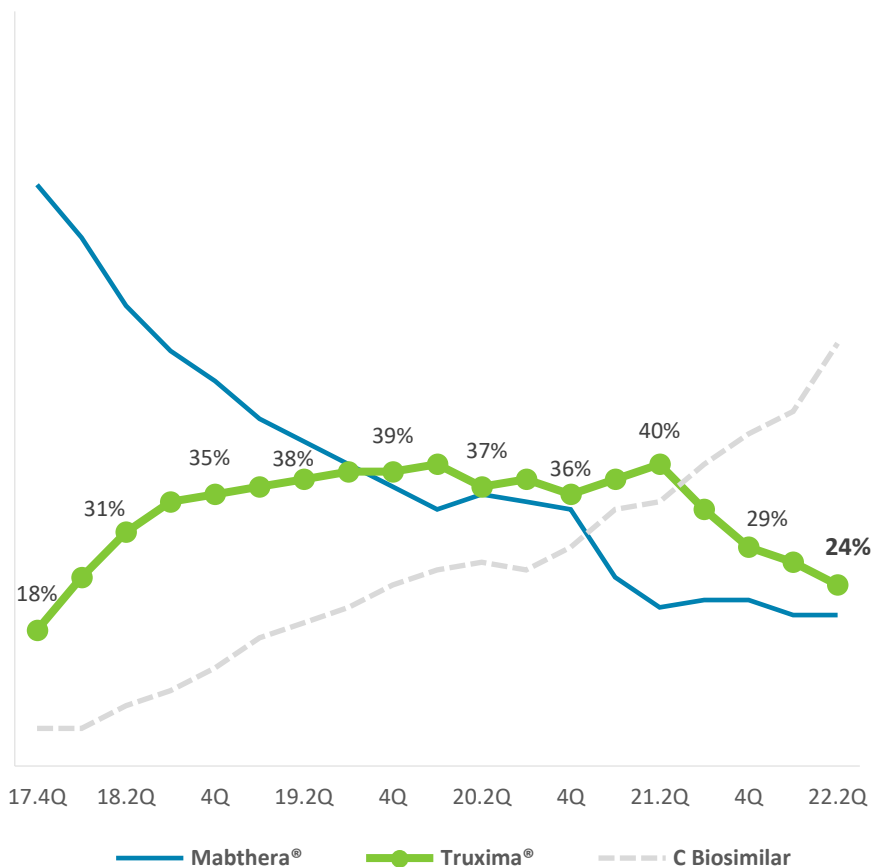


Source : Philip J Smith et al Efficacy and Safety of Elective Switching From Intravenous to Subcutaneous Infliximab (Ct-P13): A Multi-Centre Cohort Study, Journal of Crohn's and Colitis, 2022, jjac053, <https://doi.org/10.1093/ecco-jcc/jjac053>

Key Business Performance

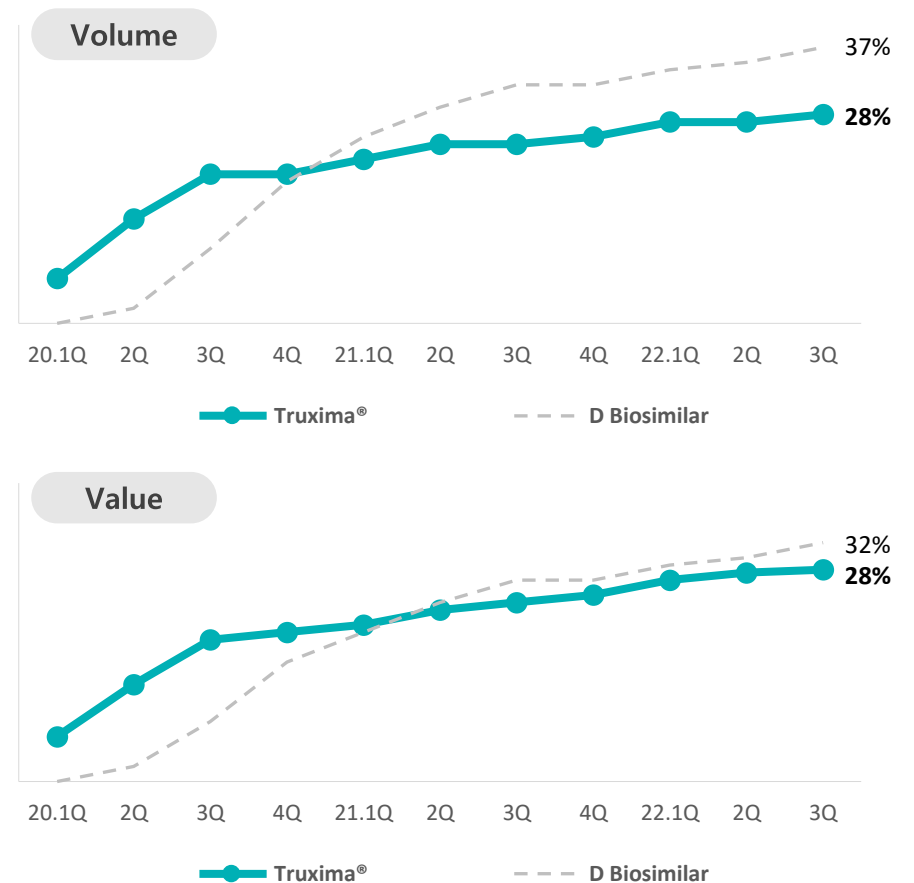
- ✓ In Europe, the market share has decreased during the transition to go direct in 1H22, expected to be recovered gradually with the start of direct sales in 2H22
- ✓ Despite pricing pressure amid intensified competition, maintaining stable market share in the US

M/S of Truxima® in Europe



Note: The market share is based on volume
Source : IQVIA

M/S of Truxima® in the US

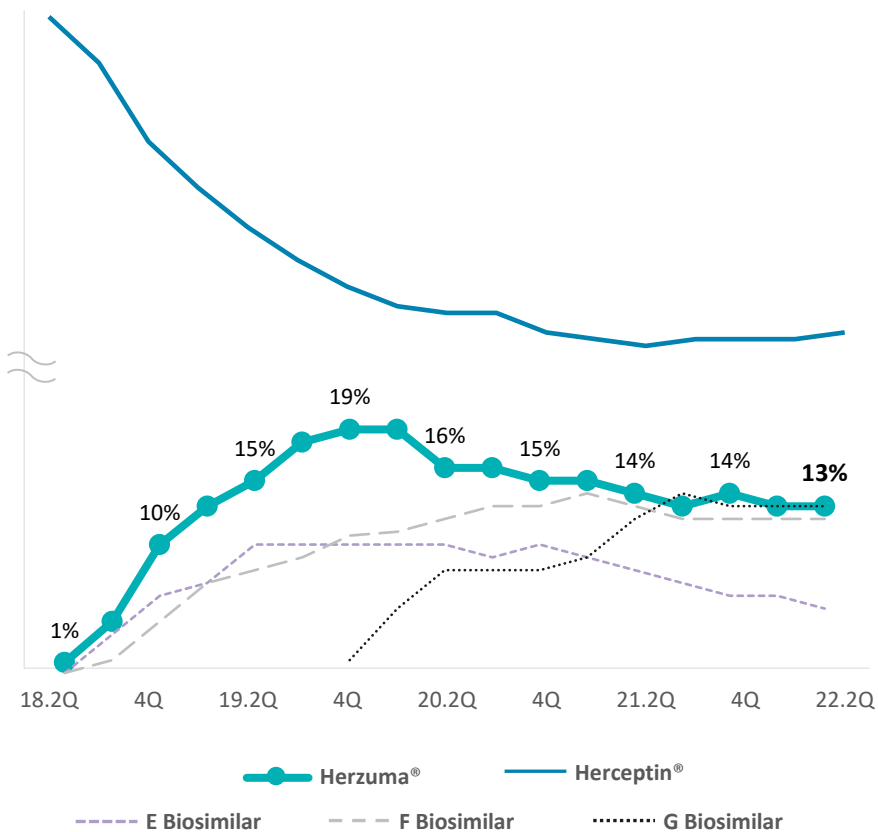


Source : Symphony Health

Key Business Performance

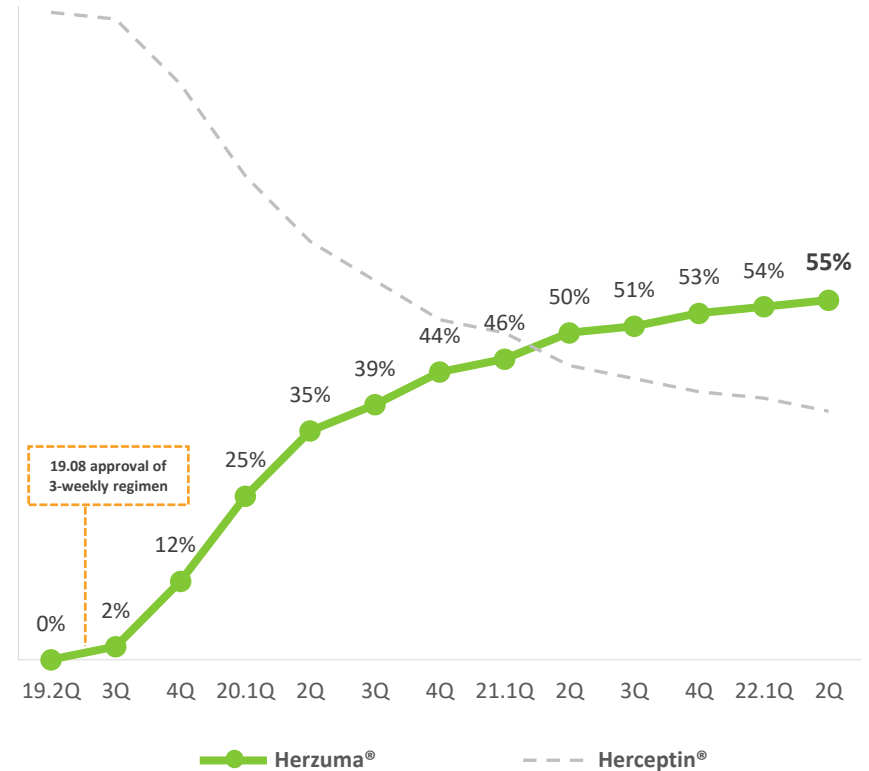
- ✓ Herzuma®, a leading trastuzumab biosimilar in Europe, started to go direct in 2H22
- ✓ Surpassed the market share of Herceptin® in Japan & Increasing demands in LATAM boosted the sales growth

M/S of Herzuma® in Europe



Note: The market share is based on volume
Source : IQVIA

M/S of Herzuma® in Japan

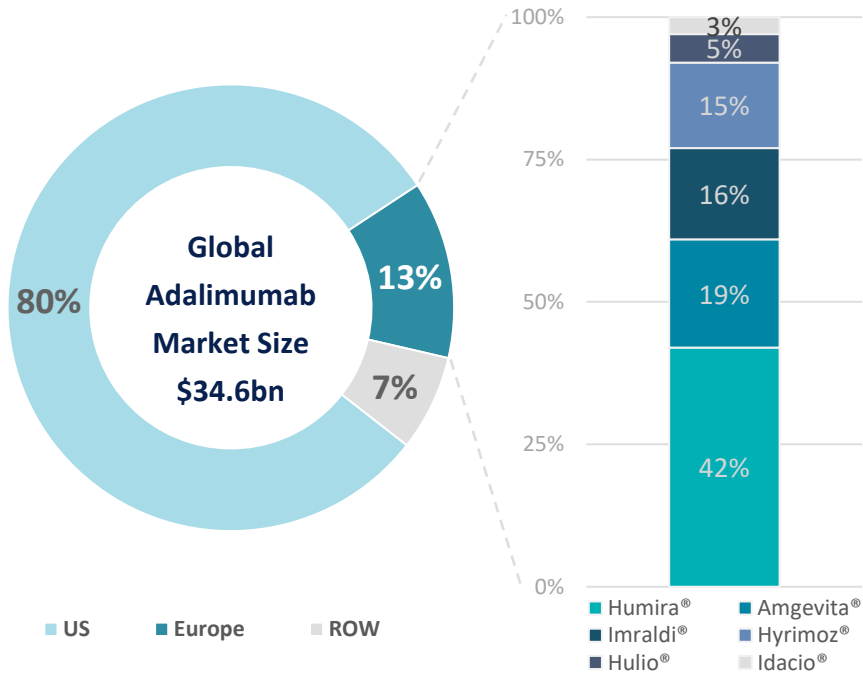


Note: The market share is based on volume
Source : IQVIA

Key Business Performance

- ✓ Yuflyma®, a biosimilar with Humira®'s most similar specification, will be launched in the US in Jul.2023
- ✓ Initiated a global Phase 3 clinical trial to demonstrate the interchangeability of Yuflyma® with Humira®

Global market size of Adalimumab



Note: The market size is as of 2021
Source : IQVIA

Specifications by product

Product Name	High concentration	Interchangeability
Humira®	O	-
Yuflyma®	O	△
A	X	△
B	O	△
C	O	△
D	X	O

Note: △ indicates clinical trial to support interchangeability ongoing

Appendix

Launching Timeline by Product

Europe



2013

2016

2017

2018

2019

2020

2021

US



Europe



2022

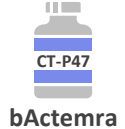
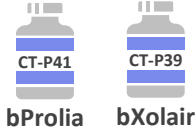
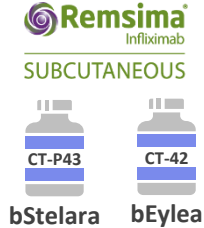
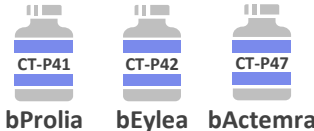
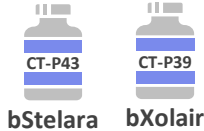
2023(E)

2024(E)

2025(E)

2026(E)

US



Note: 1) The logo of Inflectra™ is owned by Pfizer
 2) Launching plan could be subjective to the approval

Pipeline

Product Name	Reference Drug	Manufacturer	Global Market size (\$bn)	US	EU
Remsima® SC	-	Celltrion	52.9	In phase 3 clinical trial	Received EMA approval (Jul.2020, Pediatric usage non-included)
Yuflyma®	Humira® (Adalimumab)	AbbVie	34.6	Application submitted (Nov.2020)	Received EMA approval (Feb.2021)
				In phase 3 clinical trial to support interchangeability	
Vegzelma®	Avastin® (Bevacizumab)	Roche	6.1	Received FDA approval (Sep.2022)	Received EMA approval (Aug.2022)
CT-P43	Stelara® (Ustekinumab)	Johnson & Johnson	14.1	In phase 3 clinical trial	
CT-P39	Xolair® (Omalizumab)	Genentech	3.7	In phase 3 clinical trial	
CT-P42	Eylea® (Aflibercept)	Bayer & Regeneron	4.8	In phase 3 clinical trial	
CT-P41	Prolia® (Denosumab)	Amgen	5.8	In phase 3 clinical trial	
CT-P47	Actemra® (Tocilizumab)	Roche	3.6	In phase 3 clinical trial	

Note: Global market size is as of 2021

Source : IQVIA

Summary Income Statement

(KRW bn)	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	'19	'20	'21
Revenue	356.9	420.3	463.4	387.0	356.3	433.3	409.1	605.8	415.7	519.0	496.4	1,100.9	1,627.6	1,804.5
Cost of Sales	262.4	292.0	289.4	242.0	274.0	306.1	334.4	459.5	311.4	378.1	343.3	891.6	1,085.8	1,374.0
Gross Profit	94.5	128.3	174.0	145.0	82.3	127.1	74.7	146.4	104.3	140.9	153.1	209.3	541.8	430.5
SG&A	38.7	41.4	46.3	53.3	50.8	50.9	52.7	76.7	59.2	66.8	80.6	126.5	179.7	231.1
Operating Income (Loss)	55.8	86.8	127.7	91.8	31.5	76.2	22.0	69.7	45.0	74.1	72.5	82.8	362.1	199.4
Non-operating Income	42.4	(18.1)	(7.0)	(64.5)	3.6	11.8	30.5	(45.9)	16.5	21.2	112.9	(6.7)	(47.2)	0.0
Financial Income	22.8	3.6	3.1	9.2	5.5	4.6	2.2	0.8	4.3	3.4	22.8	20.0	38.7	13.1
Financial Expenses	7.4	16.9	8.2	1.4	12.5	3.5	18.5	(2.8)	5.0	13.9	17.2	29.5	33.9	31.7
Other Income	32.5	11.7	7.4	(13.2)	27.0	15.6	51.8	(22.6)	30.9	38.8	114.0	20.8	38.4	71.8
Other Expenses	5.5	16.5	9.3	59.1	16.4	4.9	5.0	26.9	13.7	7.1	6.7	18.0	90.4	53.2
Profit before Taxes	98.2	68.7	120.6	27.2	35.0	87.8	52.5	23.0	61.3	95.2	185.2	75.4	314.7	198.3
Tax Expense (Benefit)	22.0	22.2	34.5	(4.4)	3.5	24.1	11.9	(85.2)	17.7	56.1	47.5	10.4	74.3	(45.7)
Net Profit	76.2	46.4	86.1	31.7	31.5	63.7	40.6	16.8	43.6	39.1	137.6	65.0	240.4	152.6

Thank You